

## Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 OES-03 CCO-00 CIAE-00 OTPE-00

FCC-01 INR-07 NSAE-00 OC-05 COME-00 BIB-01 DODE-00

DOTE-00 FMC-01 CG-00 OFA-01 DLOS-03 /042 W

----- 119004

R 041401Z APR 75

FM AMEMBASSY ROME

TO SECSTATE WASHDC 0428

INFO AMEMBASSY BONN

AMEMBASSY BRUSSELS

AMEMBASSY COPENHAGEN

AMEMBASSY DUBLIN

AMEMBASSY LONDON

AMEMBASSY LUXEMBOURG

AMEMBASSY PARIS

AMEMBASSY THE HAGUE

USMISSION EC BRUSSELS

C O N F I D E N T I A L ROME 4896

E.O. 11652: GDS

TAGS: ETEL, TSPA, IT

SUBJECT: MARITIME SATELLITES: INMARSAT

REF: (A) ROME 1842; (B) ROME 3117; (C) STATE 52220; ALL NOTAL

1. SUMMARY: POINTS CONTAINED REFTEL (A), REVIEWED WITH COUNSELOR FERRARI, MFA SPACE COMMUNICATIONS OFFICE, WHICH ALSO PROVIDED OPPORTUNITY FOR REVIEW GOI POSITION INMARSAT LONDON CONFERENCE. GOI POSITION APPARENTLY FLEXIBLE, AND LEANING TOWARDS ACCEPTANCE US REASONING ON TWO AGREEMENTS APPROACH. GOI INTERESTED IN SPECIAL CONSIDERATION FOR ITALIAN INDUSTRY ON PROCUREMENT, AND WISHES CLOSER REVIEW ON COSTS. END SUMMARY.

2. FERRARI NOTED THAT US VISIT HAD BEEN KEY ELEMENT CATALYZING GOI POSITION FOR UPCOMING LONDON INMARSAT CONFERENCE, AND THAT  
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US PRESENTATION HAD CREATED CLIMATE OF UNDERSTANDING AND GENERAL

ACCEPTANCE FOR SPECIAL US REQUIREMENTS; SPECIFICALLY, TWO AGREEMENT FORMAT. FERRARI EMPHASIZED THAT GOI DELEGATION WOULD HAVE CONSIDERABLE FLEXIBILITY VIS A VIS EUROPEAN ALLIES, AND HE ANTICIPATED THAT GOI COULD SUPPORT US ON TWO AGREEMENT ISSUE. HE WAS CONFIDENT THAT JURIDICAL PROBLEM STEMMING FROM TWO AGREEMENT APPROACH COULD BE RESOLVED.

3. FERRARI NOTED THAT GOI POSITION WOULD BE STRENGTHENED IF US COULD BE FORTHCOMING IN SOME AREAS:

A) FAVORABLE CONSIDERATION OF FORMULA OR MECHANISM WHICH WOULD STRENGTHEN ABILITY OF ITALIAN INDUSTRY TO COMPETE WITH OTHER, LARGER FIRMS FOR DUE SHARE OF INMARSAT PROCUREMENT. EMBOFF NOTED US CONCERN RE REGIONAL PROCUREMENT SCHEMES, BUT PROMISED TO PASS ON ITALIAN CONCERNS; AND

B) ASSISTANCE IN ASSUMING THAT COSTS OF PARTICIPATING IN INMARSAT WOULD NOT BE EXCESSIVE. CITING CONCERNS OF VARIOUS GOI AGENCIES, FERRARI NOTED THAT REDUCING OUTLAY FOR ADMINISTRATIVE ORGANIZATION WOULD BE IMPORTANT, AND THAT ACCURATE COST STUDIES WERE ESSENTIAL.

4. FERRARI WAS NOT OPTIMISTIC THAT THE LONDON CONFERENCE WOULD REACH A FINAL AGREEMENT, DESPITE PRESSURES FROM SOVIET UNION AND EVEN OTHER EUROPEAN COUNTRIES. HE FORESAW THAT LONDON CONFERENCE WOULD ESTABLISH AGREEMENTS IN PRINCIPLE ON PRESENTLY DISPUTED POINTS, AND ESTABLISH WORKING GROUPS TO EXAMINE AND RE-DRAFT AGREEMENT.

5. COMMENT: IT APPEARS THAT EC DISHARMONY MAY PERMIT GOI TO PLAY A MORE INDEPENDENT ROLE THAN FORESEEN DURING O'NEILL VISIT.

6. FERRARI MAY LEAD THE GOI DELEGATION, AND WOULD BE GRATEFUL FOR ANY FURTHER INFORMATION ON US POSITION, COMPOSITION OF US DELEGATION, ETC. BEAUDRY

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** AGREEMENTS, COMMUNICATION SATELLITES, NAVIGATIONAL AIDS, PROGRAMS (PROJECTS), NEGOTIATIONS  
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**Draft Date:** 04 APR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** MartinML  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
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**Review Transfer Date:**  
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**Subject:** MARITIME SATELLITES: INMARSAT  
**TAGS:** ETEL, TSPA, IT, US, UR, INMARSAT  
**To:** STATE  
**Type:** TE  
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